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Family Forestlands Offer Income Opportunities

Does your farm or ranch have forested land? If so, have you considered a forest enterprise?

Over the past decade, the USDA Forest Service and other public agencies have significantly reduced their timber harvesting levels. This reduction has increased the value and demand for timber on private land, including farms and ranches, and makes a case for better managing forested land on a sustainable basis.

"Sustainable forest management assures a continuous timber supply for our societal needs and can benefit forest attributes like scenic beauty and wildlife. Eco-tourism outlets like camping, fee hunting, and fishing, and a diversity of special forest product opportunities exist for forested land in addition to managing forests for sawlogs and pulpwood," says Ed Cesa, Forest Service forest products technologist.

"Many consider small farm woodlots a liability, when they are actually an asset," says University of Missouri's agro-forestry pioneer, Dr. H.E. Gene Garrett. "When properly managed, forest microenvironments offer opportunities to grow trees in combination with other compatible crops, often earning farmers more money than traditional crops and livestock."

"I envision a future network of small farms supplying America's increasing wood needs," says Garrett. "Agro-forestry should be considered within the mix of farm diversification strategies."

America's Forests. The American landscape encompasses 2.25 billion acres within 50 states. Two-thirds is made up of grassland, cropland, urban area, water, desert, and tundra. The other one-third is forests, with diverse conditions.

Who Owns Them? Two-thirds of



Animal scientist Michael Brown (left) and agroforester Catalino Blanche investigate alley cropping - growing crops in between tree rows. Here field corn planted in between loblolly pine provides fodder and intermediate cash flow while trees grow to maturity.—PHOTO BY SCOTT BAUER

America's 737 million acres of forestland is commercially productive. Within those 490 million timberland acres, family forestland owners hold 59%, national forests 17%, industrial forests 14%, and other public organizations, mostly state and local governments, 10%. Approximately 70% of the nation's wood supply is provided from forests owned by 10 million family forestland owners.

Over the years, America's forest ownership has transitioned from resident farmer and blue-collar family forest owners to non-resident, white-collar, professional, and retired. Tract size for this ownership group has dropped steadily, from an average of 44 acres in 1978 to 30 acres today. This downward spiral is expected to continue throughout the 21st century, with an average of 17 acres per owner predicted by 2010.

Increasingly, this new generation of owners is responsible for management activities on the nation's non-industrial private forest. These owners tend to be

environmentally aware but often need forest management skills and a better understanding of rural values. Consequently, landowner outreach programs are being re-geared to include this group. Just like larger forests, their smaller forests require care to remain healthy.

Trends. "Global markets are influencing what forest products are in demand and where they will be produced," says John Bliss, Oregon State University Stark Chair in private and family forestry.

"The world's largest forest products companies are consolidating — shifting industry power centers from local to global. Corporations and forest products companies are buying up family forestlands and consolidating them into large industrial forest tracts."

"We are seeing consumption patterns, recreation values, and political pressures of urban people having an influence on the working environment for family forestlands. As the current older generation of forest owners relinquishes ownership,

there will be willing industrial buyers."

Moreover, there will be a corresponding loss of amenity values as forest ownership changes from private family to industrial ownership.

Related Issues. High-grading — cutting all high-value trees in a forest and leaving poorer quality, non-commercially valuable species trees — is causing degraded forests nationwide. A principal cause is the lack of involvement of resource professionals in forest management decisions.

For example, most forest owners harvest their timber without professional forestry expertise. This practice often yields poor-quality residual stands; no plan for forest regeneration; and poorly located, designed, and managed skid trails, logging roads, and stream crossings that are environmentally unstable and expensive to repair.

Additional issues are forest fragmentation in rural areas and at the urban fringe, occurring from uncoordinated land development and sales of inherited forest to meet current inheritance taxes; wildfire control; invasive plant and animal species; timber harvesting regulations; and diverse ownership objectives.

Opportunities. "Small woodlot owner income opportunities include small woodlot logging, custom lumber sawing using portable sawmills, hardwood lumber for wood specialty manufacturers, specialty forest crops, and kiln-dried firewood for specialty markets," says Steve Milauskas at West Virginia University's Appalachian Hardwood Center.

"Think creatively and maximize use of existing forest materials," recommends Deborah Hill, extension forestry specialist at the University of Kentucky. "Native walnut and red oak continuously have high value, but even the invasive kudzu plant offers income opportunities. Vines are sold for basket making; flowers are used in jellies; and foliage, high in nutritional quality, makes good livestock feed.

"Exotic tree species adapted to America, like paulownia, whose fine-grained blond wood is prized in Japan for musical instruments and religious objects, offer

growers international niche markets."

"As sugarcane and pineapple plantations close in Hawaii, thousands of acres are being opened to other enterprises, such as growing high-value tropical trees," says J.B. Friday, extension forestry specialist, University of Hawaii. "Native forest restoration is creating habitat for rare bird and plant species that evolved in, and exist only in, our state."

Forest Enterprises. The kinds of enterprises possible from forestland ownership are broad:

- Managing a sustainable forest for firewood; saw timber; fence posts; Christmas trees; veneer; pine wreaths; pine straw; wood for special-purpose wood products; chips, shavings and related wood residues for animal bedding or secondary wood products like particle board; mushrooms; maple syrup; flavorings; pharmaceuticals; medicinals; essential oils from plant leaves, flowers, seeds, bark, roots and some fruit rinds; specialty native berries and wild fruits; charcoal; cones, seeds, seed pods and gum balls for craft materials and ornamental products.
- Providing custom saw milling or kiln-drying wood services.
- Recreational access and eco-tourism activities in forested settings, including wildlife viewing, photography, fee hunting, fishing, bed and breakfasts, camping facilities, boating, ski resorts, stables, and pet boarding.
- Alternative agriculture and horticultural businesses, including deer farming, nursery businesses, gourmet honey, or growing nuts.

■ Providing raw materials for bio-based products used in daily life, combining wood fibers with inorganic binders to make new building materials or to create clothing material like Tencel. [See "New Opportunities in the Emerging Biobased Economy" in the Spring/Summer 2000 issue of *Small Farm Digest*.]

Enterprise Planning. "Many novel and nontraditional renewable natural resources enterprises exist. A key is planning and savvy in technical, business, and marketing aspects," says Jonathan Kays, Maryland extension forester. "Many

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business failures can be tracked to a landowner's neglect of critical decision making and business planning steps.

"In choosing a natural resources enterprise, carefully consider personal, family, and land resources; goals; and lifestyle; and carefully plan the harvest of crops around buyer requirements."

Management Plan. Are you managing your forest or woodlot resource according to a forest stewardship management plan developed by a professional forester? A written forest plan and an actively managed forest can have tax benefits and are often required for cost-share assistance.

A management plan starts with the establishment of landowner objectives. The second step is a forester walking your woodland to inventory and describe forest characteristics such as size, condition, stocking level, insect and disease issues, tree seedling maturity, and potential fire conditions. Working with the landowner, foresters develop a customized plan to optimize the owner's forest objectives and recommend stewardship practices and available assistance.

Sources of assistance for forest management planning are state service foresters, industrial foresters, foresters employed by Soil and Water Conservation Districts, and consulting foresters. The first three provide technical and other assistance to forest landowners at little or no charge.

Local extension-trained volunteers from the "Master Forest Owner" or "Coverts" Program, sponsored by the Ruffed Grouse Society, are an additional source of information. These persons provide peer-to-peer forestry advice and are available to help forest landowners develop forest management plans.

Licensed Professional Foresters. Starting a forestry enterprise with a licensed professional forester's advice is a critical investment. Many forest owners are unfamiliar with forest management or the timber business. This lack of knowledge works to their disadvantage.

It is always wise to engage the services of a professional forester when thinking

of having a timber sale. He or she can help you get a fair market price for your harvest while increasing the future value and benefits of your forest. State and county foresters do not conduct timber sales but can identify private timber harvesters or consulting foresters who provide fee-based services.

A timber sale is a complex business transaction. A consulting forester acts as a landowner's agent in representing the client's interests in selling timber or providing forest management services. Foresters cruise timber, mark trees to be cut, calculate volumes, solicit competitive bids from prospective buyers for highest return, develop a logger contract, and supervise harvesting and replanting operations. Foresters also design roads and recreational areas and give fire prevention advice.

A state's Best Management Practices should be followed. A poorly planned or conducted timber harvest can result in natural resources damage — causing a significant decline in forest condition and ability to generate future income and useful products.

Private consulting foresters, in business for themselves, represent their clients' interests. Landowners who enter into contracts with a consultant forester for timber harvests should ask for references and a résumé; negotiate payment terms on a flat fee, hourly rate, or timber sale commission basis (generally 10-15%); and have a written contract. Industry foresters represent their companies' interests in buying timber from private landowners.

Fair Market Value. Timber prices are highly variable. They depend on tree species, size and grade, size and location of timber tracts, length of cutting contracts, season of the year, and demand. Know your timber's worth on today's market. See "What's My Tree Worth?" by Peter Smallidge and Gary Goff, Cornell University, at <http://www.dnr.cornell.edu/ext/forestry/page>.

Your local county extension agent can help you locate local markets. State forestry divisions often report state tim-

ber and lumber price averages. Departments of natural resources or forestry at state land-grant universities offer a wealth of information on forestry, including timber prices.

Timber Harvesting. Harvesting timber affects your land for decades. Landowners should work in concert with foresters and timber buyers when making harvesting decisions. Financial, ecological, liability, tax, productivity, and aesthetic issues must be carefully assessed.

"Many forest owners think that big trees are old and small trees are young. They agree to high-grading because of their mistaken belief that 'old trees' are being removed to help smaller trees grow and their forest will soon have large, high-quality trees," says Rance Harmon, Penn State School of Forest Resources associate.

"By leaving behind physically damaged, slow-growing, and genetically inferior trees, high-grading significantly diminishes forest ecosystem quality. Taking out just the biggest trees, which contain the highest potential, does not allow for healthy forest regeneration."

The potential degradation and decreased future timber values will more than cancel the bigger and immediate financial return from a high-grade harvest. Your local service forester or extension agent knows alternatives to high-grading.

Rules and Regulations. Know applicable county, state, and federal regulations relating to timber harvesting and other land-distributing activities. For example, the Endangered Species Act protects more than 500 animals and 700 plants in the U.S. that are considered endangered or threatened.

If you think a threatened or endangered plant or animal species is on your land, contact the U.S. Fish and Wildlife Service's Ecological Services office nearest you, or check out its website at <http://endangered.fws.gov>.

Also be cognizant of applicable timber sales rules. Extension foresters have information that explains landowners' obligations under these rules.

Buffer Systems. Restrictions about logging and bodies of water vary by state. See which apply in your state. Leave a tree buffer between an area of active logging and water sources like creeks, streams, and lakes to minimize water pollution.

The Forest Service's National Wood Transportation Program offers portable bridge design information that allows loggers to cross intermittent streams while minimizing stream and soil damage. See website <http://www.fs.fed.us/na/wit>.

Liability. Seek advice from an insurance professional about product, premise, employer's liability, and physical damage, particularly if you lease your forest for hunting or allow people to come on your land to cut timber. As more people move into rural areas, landowners are experiencing trespassing, dumping, and other unwanted uses of their forested property. Understand state liability laws.

Security. Absentee landowners considering a forest enterprise should investigate security. Ginseng growers, for example, sometimes face poaching problems.

Taxation. Capital gains for timber,

property taxes at the state level, and estate taxes on inherited timbered property are issues. Your state forester can provide state tax law information regarding privately owned forests. Hire an accountant or tax preparer knowledgeable about timber taxes to help with timber harvesting income and tax strategies. Hire an estate planning attorney to protect your land's future stewardship. Forest landowners can often significantly reduce their property tax assessment by implementing a forest stewardship plan.

See Purdue University's National Timber Tax website at <http://www.timbertax.org/>, made possible with U.S. Forest Service funding.

Marketing. Should you market your timber collectively with other area producers through a cooperative? [See Winter 2000 issue of *Small Farm Digest* on "Marketing Through Farmer-Owned Cooperatives."]

Wood-using industries include sawmills, paper mills, pulpwood operations, firewood operators, whole-tree chippers, veneer log buyers, family-owned logging companies, and furniture.

cabinet, and other special-purpose wood product producers. Purchasers of forest specialty products include nursery, craft, food, and holistic medicine companies.

New Technologies. Portable sawmills provide economic opportunities for small landowners who want to realize added income from cutting wood on their property or doing custom sawing for others. Adding a kiln allows green material to be dried and sold as a value-added product.

Outreach Programs. The nation's land-grant universities are principal providers of extension outreach programs. A growing aspect of extension/outreach is the volunteer ambassador programs. Two examples are the Master Woodlot Manager Program and the Coverts Program. These programs train volunteers to disseminate basic forest and wildlife ecology information to private forest owners.

Another growing extension/outreach program is service to minority and underserved audiences. Forestry workshop teachers found that minority populations and widows with forested land holdings often do not utilize available technical,

KEY STATE FORESTER CONTACTS

AL – Ken McNabb - 334-844-1044
AK – Robert Wheeler - 907-474-6356
AZ – C.P. Patrick Reid - 520-621-7257
AR – Frank A. Roth -
870-777-9702 x106
CA – Richard R. Harris - 510-642-2360
CO – Craig Shuler - 970-491-7780
CT – Stephen H. Broderick -
860-774-9600
DE – Patricia Barber - 302-831-2501
DC – Mohamed S. Khan -
202-274-7166
FL – Alan J. Long - 352-846-0878
GA – Robert O. Teskey - 706-542-9050
HI – Samir A. El-Swaify -
808-956-7530
ID – Ronald L. Mahoney -
208-885-6356
IL – Michael F. Bolin - 217-333-2778
IN – William L. Hoover -
765-494-3580
IA – Paul H. Wray - 515-294-1168
KS – Charles J. Barden -
785-532-1444

KY – Deborah B. Hill - 859-257-7610
LA – Michael A. Dunn - 225-388-4087
ME – James F. Philp - 207-581-2885
MD – Jonathan S. Kays -
301-432-2767 x323
MA – David B. Kittredge -
413-545-2943
MI – Melvin R. Koelling -
517-355-0096
MN – Steven B. Daley Laursen -
612-624-9298
MS – Thomas A. Monaghan -
662-325-3905
MO – Sandra Hodge - 573-884-6729
MT – Robert S. Logan - 406-243-2773
NE – Scott J. Josiah - 402-472-6511
NV – Roger F. Walker - 702-784-4039
NH – Robert L. Edmonds -
603-862-2619
NJ – Mark C. Vodak -
732-932-8993 x 10
NM – Fred Rossbach - 505-827-5842
NY – Peter Smallidge - 607-255-4696
NC – Rick A. Hamilton - 919-515-5574
ND – Marcus B. Jackson -
701-231-8478
OH – Randy Hieligmann -
614-292-9838
OK – Bill Ross - 405-744-3854
OR – A. Scott Reed - 541-737-3700
PA – James C. Finley - 814-863-0401
RI – Thomas Husband - 401-874-4561
SC – Larry R. Nelson - 864-655-4866
SD – John Ball - 605-688-4737
TN – Wayne Clatterbuck -
865-974-7346
TX – Eric L. Taylor - 903-834-6191
UT – Michael Kuhs - 435-797-4056
VT – Thom J. McEvoy - 802-656-2913
VA – James E. Johnson -
540-231-7679
WA – David M. Baumgartner -
509-335-2964
WV – Joseph McNeel - 304-293-2941
WI – Mark Richenbach -
608-262-0134
WY – Thomas Thurow - 307-766-5130

financial, and educational assistance forestry programs.

Your county extension agent can provide information about these programs and forestry field days offered in your region.

USDA's Office of Outreach and the Forest Service are cooperating with two 1890 land-grant institutions — North Carolina A&T University and South Carolina State University — to help socially disadvantaged farmers in the Carolinas realize economic potential from their family forestlands.

Partners. Scientists at USDA's Agricultural Research Service Small Farms Research Center in Arkansas and the Appalachian Farming Systems Research Center in West Virginia engage in a variety of research activities aimed at increasing the profitability of small-farm agricultural enterprises in their regions, including forestry applications.

For more than 90 years, the Forest Service Forest Products Laboratory in Wisconsin has used science and technology to investigate innovative wood and fiber research that conserves the nation's forest resources.

Its research focuses on pulp, paper, paperboard, and composites; housing and structural wood uses; wood preserva-

tion; wood and fungi identification; adhesives; surface chemistry; and biochemistry. Scientists across the land-grant system, through grants from CSREES, undertake forest application research to help farmers and ranchers.

CSREES' Natural Resources and Environment (NRE) unit administers national forestry and extension programs addressing private forest landowners' concerns through the land-grant institutions and their experiment stations and state cooperative extension services.

Knowledge and technology developed through the McIntire-Stennis Cooperative Forestry Research program have generated key changes in American forestry. The U.S. now has more trees than it did in 1920 on approximately the same amount of land.

More importantly, forest owners have guidelines for investment and harvesting decisions on their forestlands. The Renewable Resources Extension program has dedicatedly transferred forestry knowledge to stakeholders and has generated more than 2 million pieces of literature.

For additional information about these programs, contact either of the two CSREES national program leaders in forestry, Larry Biles (phone 202-401-4926)

or Catalino Blanche (phone 202-401-4190).

Summary. The USDA Forest Service projects a 38% increase in domestic wood needs by 2050. At a time when human population growth is heavily impacting renewable resources like forests, sustainable resource management is critical. Forests humanize the American landscape by connecting humans to pristine wilderness areas.

Agro-forestry holds the potential for trees and other crops to be grown together, benefiting local economies and the ecosystem and placing millions of acres of idle farmland back into production. Land use practices like silvopastures, which integrate trees, forages, and livestock, can yield marketable wood and enhance livestock production by providing shade, windbreaks, and forage crops for grazing.

Farmers and ranchers with forestland occupy a unique position in their communities. They can generate profit from forest enterprises, while preserving healthy working forests in the American land base through sustainable management. Their collective decisions and actions will have the largest effect on what forests in America will be for future generations. ■

Your Small Farm Neighbors Growing Ginseng Virtually Wild **Syl Yunker Stanton, Kentucky**

Kentucky farmer Syl Yunker raises a unique forest-grown product called ginseng, which he markets to China. Raised organically under Best Forest Management Practices and techniques that he developed, he harvested his first crop last fall.

"Forest-grown crops like ginseng are an ideal small family farm, hands-on crop effort because they can't be worked by big equipment," says Yunker. "An added landowner benefit is that their forestland is saved."

Ginseng has been valued as a tradi-

tional Chinese medicine for more than 5,000 years, yet China can no longer grow its highest value ginseng — wild grown. Centuries ago, China's slash-and-burn agriculture techniques denuded hardwood forests in the country's temperate region where ginseng grew.

Ginseng also grows wild throughout America's Appalachian highlands. Yunker's 42-acre forested farm offers ideal conditions for growing ginseng virtually wild.

"American ginseng growers have a window of opportunity that will last thousands of years," says Yunker. "The Chinese are reforesting, but the humus that forest litter generates and from which ginseng draws nutrition has eroded — and it takes thousands of years to re-develop. While China's



*Syl Yunker holds a harvested ginseng root.—
PHOTO BY SYL YUNKER*

experience has created a lucrative market for American ginseng growers, it also serves as a very good lesson to Americans not to denude their forests."

Yunker founded the Boone-Sang Cooperative Association, Inc., to market growers' ginseng directly to the Orient and capture more of the crop's dollar value.

"This crop takes patience. To get the highest price, the plant must be in the ground for 8 to 12 years before the first harvest. Then this self-sustaining perennial produces annually," says Yunker. "Two other medicinal forest understory plants — black cohosh and goldenseal — grow well with ginseng.

"Trees in eastern forests have always been regarded as the primary value crop, but the forest floor can grow

plants that are more valuable than trees. American growers can expect \$500 a pound on the international market for ginseng grown organically under wild conditions. Once farmers realize forest crop opportunities, they can selectively cut trees that provide necessary shade to grow valuable forest floor crops."

Yunker says that 10 eastern Kentucky counties, largely invested in tobacco growing, have forested areas that could be converted to forest understory to grow medicinal herbs like ginseng, black cohosh, jack-in-the-pulpit, yellow root, bloodroot, and goldenseal, rather than sun crops like tobacco, corn, or wheat.

The Appalachian Ginseng Foundation asked Yunker to teach ginseng

growing to tobacco farmers in Kentucky's economically hard-hit counties. Ginseng requires a modest equipment investment.

Hearing of Yunker's efforts to protect eastern forests by promoting ginseng production, Ralph Nader's environmental organization, Appalachian Science in the Public Interest, has enlisted Yunker to teach how agro-forestry enhances forest environments in workshops throughout Kentucky, the Carolinas, Virginia, West Virginia, and Ohio.

Yunker offers a video, "Growing Ginseng 'Virtually Wild,'" describing growing techniques he has perfected in more than 15 years. To obtain a copy, send \$25 to Syl Yunker, P.O. Box 717, Stanton, KY 40380, or phone him at 859-263-5508.

SELECT FOREST MANAGEMENT RESOURCES

National Association of Professional Forestry Schools and Colleges — 3325 Rose Lane, Falls Church, VA 22042; phone 703-538-1134; website <http://napfsc.org>. A non-profit organization representing the nation's forestry and natural resources schools and colleges.

National Association of State Foresters — 444 N. Capitol St. N.W., Suite 540, Washington, DC 20001; phone 202-624-5415; website <http://www.stateforesters.org>. A non-profit organization representing state forestry agencies in all 50 states, 8 U.S. territories, and the District of Columbia.

American Tree Farm System — 1111 19th Street N.W., Suite 700, Washington, DC 20036; phone 202-463-2462; website <http://www.treefarmsystem.org>. A national organization for private landowners, promoting good forest stewardship with emphasis on wood, water, recreation, and wildlife.

Forest Landowners Association — P.O. Box 450209, 4 Executive Park East, Atlanta, GA 31145-0385; phone 404-325-2954 or 1-800-325-2954. The largest non-profit forestry organization representing private forest landowners.

National Woodland Owners Association — 374 Maple Avenue East, Suite 310, Vienna, VA 22180-4751; phone 703-255-2700; website <http://www.nationalwoodlands.org/nwoa/hwoa.asp>. A nationwide organization of non-industrial private woodland owners promoting good forestry in all 50 states.

Association of Consulting Foresters of America — 732 North Washington St., Suite 4-A, Alexandria, VA 22314-1921; phone 703-548-0990 or 1-888-540-8733; website <http://www.acf-foresters.com>. Source for private sector consultant foresters.

SELECT WEBSITES

<http://forestry.about.com>
Site by Steve Nix covers every aspect of forestry, including extensive links to federal agencies, state foresters, and much more.

<http://www.fs.fed.us/spf/coop-links.htm>
Gateway to information from the USDA's Forest Service, the federal agency with responsibility for managing and protecting the nation's 192 million acres of national forest lands and rangelands. See especially Landowner Assistance Programs and publications.

<http://www.unl.edu/nac/>
This USDA National Agroforestry Center website offers a variety of topics, including options for specialty forest products.

<http://www.orenet.org/~goebel/intro.htm>
The Goebel-Jackson family explains their philosophy of

managing their 160-acre tree farm in Oregon as a multi-aged, multi-species forest, which is more productive of timber, soil quality, and wildlife habitat than clear cuts and monocultures.

<http://na.fs.fed.us/pubs/misc/ir/index.htm>
A Forest Landowner's Guide to Internet Resources: States of the Northeast, from Mark Buccowich, USDA Forest Service, State and Private Forestry.

<http://www.reeusda.gov/nre/nreprog.htm>
Website of CSREES' Natural Resources and Environment Unit, which administers national forestry research and extension programs through the land-grant university system.

A wide range of resources is available to assist small farmers and ranchers and their communities. Readers wishing further information about the resources listed below are asked to contact the individuals or offices listed for each item.



PRINT MEDIA

American Ginseng Production in Woodlots, Agroforestry Note (AFN-14) and Economics and Marketing of Ginseng (AFN-15) from the USDA National Agroforestry Center (NAC) Technical Notes Series. By Robert Beyfuss, Cornell Coop. Ext., Cairo, NY. Technical Notes provide basic steps of growing and marketing ginseng. Free. Write USDA-NAC, East Campus, UNL, Lincoln, NE 68583-0322 or fax 402-437-5712 or visit <http://www.unl.edu/nac>.

Building Better Rural Places: Federal Programs for Sustainable Agriculture, Forestry, Entrepreneurship, Conservation, and Community Development. Guide describes federal grant, loan, and forest landowner technical assistance programs and resources that support value-added and diversified agricultural and forestry innovations. Free while supply lasts. Contact Appropriate Technology Transfer for Rural Areas (ATTRA), P.O. Box 3657, Fayetteville, AR 72702 or call 1-800-346-9140; fax 501-442-9842; or e-mail askattra@ncatark.uark.edu. Access entire guide at <http://www.attra.org>.

Income Opportunities in Special Forest Products: Self-Help Suggestions for Rural

RESOURCES

Entrepreneurs (Agriculture Information Bulletin 666). By Margaret G. Thomas and David R. Schumann, this USDA Forest Service publication discusses a diversity of special forest product enterprises, production, and marketing. Available at <http://www.fs.fed.us/spf/coop/pubs.htm>.

Medicinal Herbs in the Garden, Field & Marketplace. This guide by two of America's foremost medicinal herb growers and entrepreneurs, Lee Sturdivant and Tim Blakley, describes the growing small farm and business opportunities in herbal medicine. Cost: \$24.95 plus \$2 shipping. To order, write: San Juan Naturals, P.O. Box 642P, Friday Harbor, WA 98250, or call 1-800-770-9070, or visit <http://www.bootstraps.com>.

Natural Resources Income Opportunities on Private Lands Conference Proceedings. 288 pages. Maryland Cooperative Extension. Gives an overview of alternative rural enterprises involving natural resources. Cost: \$20 plus \$3.75 shipping, payable to NRAES. Mail to NRAES, Cooperative Extension, 152 Riley-Robb Hall, Ithaca, NY 14853-5701, or phone 607-255-7654. See also <http://www.naturalresources.umd.edu> for other helpful forestry information.

The Independent Sawmill and Woodlot Management Magazine. Focuses on portable sawmills, small woodlot management, and income-producing opportunities from small woodlots. Cost: \$18 annually. To order, contact The Independent Sawmill and Woodlot Management Magazine, P.O. Box 1149, Bangor, ME 04402 or call 1-888-290-9469.

The North American Maple Syrup Producers Manual. Edited by Mel Koelling and Randall Heiligmann, this manual describes the complete process of maple sugar production. Cost: \$6.50 paperback or \$9.75 hardback, plus \$5 shipping. Make check out to: Ohio State University. To order, contact Communications and Technology Media Distribution, 385 Kottman Hall, 2021 Coffey Road, Ohio State University, Columbus, OH 43210; phone 614-292-1607; or fax 614-292-1248.

Song of the Meadowlark: 'Exploring Values for a Sustainable Future.' Economist James Eggert examines economic and ecological factors jeopardizing the survival of meadowlarks as metaphor for human survival. Thoughtful considerations of holistic values crucial to a sustainable future are explored. Cost: \$12.95. To order, contact: Ten Speed Press, P.O. Box 7123, Berkeley, CA 94707 or call 1-800-841-2665.

Wildlife Stewardship and Recreation on Private Lands. This Texas A&M University Agriculture Series Publication, No. 1, authored by Delwin E. Benson, Ross Shelton, and Don W. Steinbach, gives landowners practical tools for managing wildlife on private lands. Cost: \$29.95 in bookstores.

READER FEEDBACK REQUEST - RENEWAL AND SURVEY FORM

Dear *Small Farm Digest* Reader,

This Spring/Summer 2001 issue is the eleventh *Small Farm Digest* newsletter. If you did not respond to our feedback request in the Winter 2001 issue, please return the enclosed Renewal and Survey Form. **This is your final opportunity to respond — you must respond to continue receiving *Small Farm Digest*.** (Do not return the Renewal and Survey Form if your copy of *Small Farm Digest* does not have a mailing label that includes your subscriber number.) Please return the form by Sept. 15, 2001.

You must affix your mailing label to the *Renewal and Survey Form* as you return it to us. Peel off the address label from the back page of this *Digest* issue and place it on the blank space of the survey form (where indicated). Our return address is already printed on the reverse side of the form for easy reply.

You must answer the Form's Question No. 3 and Question No. 4 in order to continue receiving the *Digest*. Responding "yes" to Question No. 3, responding to Question No. 4, and returning the form with your postage

stamp tells us you value the *Small Farm Digest* and want to continue receiving it. We would greatly appreciate receiving your responses to all the questions on the form.

The information you provide will be used with confidentiality to update the subscriber list of the *Digest*, save dollars by moving the *Digest* toward electronic dissemination, and describe the *Digest*'s reach and uses in order to justify continued production of this newsletter.

— Stephanie Olson, Editor

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Ag Box 2220
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Renewal and Survey Form for Small Farm Digest Readers

USDA needs to know if you wish to continue receiving *Small Farm Digest* and, if so, how you want to receive it. If you want to continue receiving the Digest, you must return this form with a "yes" reply to Question No. 3 and a response to Question No. 4 (unless you already returned the survey from the Winter 2001 issue). We would appreciate receiving your responses to *all* the questions.

IMPORTANT! With a black pen, please fill in the circle in front of your responses, like this: ●

1. As a recipient of *Small Farm Digest*, into which category or categories below would you place yourself? Please indicate as many responses as apply:

- farm or ranch family
- county government
- state government
- tribal government
- federal government
- state or local cooperative extension staff of a:
 - ▶ 1862 land-grant college 1890 land-grant college 1994 land-grant college

2. How have you used information from *Small Farm Digest*? Indicate all that apply:

- in operating a farm or ranch
- pass to others who farm or ranch
- in directly advising farmers/ranchers
- in designing programs for producers
- in deciding on funding of programs for producers
- other use or uses of *Digest* information
- no use for *Digest* information as yet

3. Do you wish to continue receiving *Small Farm Digest*? Yes No

4. If you wish to continue receiving the *Digest*, how do you prefer to receive it? Select one:

- view it on a web site (notify me at this e-mail address) _____
- by e-mail (send it to me at this e-mail address) _____
- by U.S. mail via the address below (make any necessary corrections on the label):

Please bend up the right edge of your mailing label.

Peel it off. Then stick it down on top of this box.

Fold this page in half and tape shut; don't staple. Affix a postage stamp, and drop this in the mail no later than Sept. 15, 2001.

Thank you! Your responses will be used with confidentiality only to update the subscriber list for the *Digest*, save dollars by moving it toward electronic dissemination, and describe its reach and uses to justify its continued production. We will not share your e-mail address with others. Direct questions to: Editor, *Small Farm Digest*, Ag Box 2220, U.S. Department of Agriculture, Washington, DC 20250-2220 (phone 202-401-6544; fax 202-401-5179; e-mail solson@reeusda.gov).

UPCOMING

EVENTS

DATE	EVENT	LOCATION	CONTACT
Aug. 13	<i>7th Biennial Conference on Agroforestry in North America and the Annual Conference of the Plains and Prairie Forestry Association. "Temperate Agroforestry: Adaptive and Mitigative Roles in a Changing Physical and Socioeconomic Climate."</i>	Regina, Saskatchewan, Canada	http://www.agr.ca/pfra/aftappfa.htm
Sept. 13-17	<i>Society of American Foresters National Convention — "Forestry at the Great Divide"</i>	Denver, CO	Madelaine Morgan — 301-897-8720
Nov. 1-3	<i>9th National Small Farm Trade Show & Conference</i>	Columbia, MO	Ron Macher — 1-800-633-2535
Nov. 8-11	<i>National Tree Farmer Convention</i>	Hershey, PA	Roy Siefert — 570-724-2868
Sept. 17-21 2002	<i>3rd National Small Farm Conference</i>	Albuquerque, NM	Edmund Gomez — 505-852-2668; Denis Ebodaghe - 202-401-4385; or Stephanie Olson - 202-401-6544 or see http://www.reeusda.gov/agsys/smallfarm/

See Small Farm website (www.reeusda.gov/smallfarm) for the most up-to-date listing of events. We welcome submissions of events from our subscribers that would be of interest to the small farm community so that our Upcoming Events listing reflects a diversity of events from all regions of the country. Please send

submissions to Stephanie Olson, Editor, Small Farm Digest, CSREES, USDA, Mail Stop 2220, 1400 Independence Ave., S.W., Washington, DC 20250-2220 (phone: 202-401-6544; fax: 202-401-5179; e-mail solson@reeusda.gov).



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